












## The Insight Advantage: Manage and Transform

Now, more than ever, technology is both supporting the business and becoming the business. We are the partner who can offer the solutions to help your business run smarter. Who can turn challenges into meaningful outcomes. Who can secure today and tomorrow. We are the partner to help you manage and transform your business.

### Deep expertise across the full spectrum of business

With 30 years of industry experience, strategic acquisitions, new services development and deep partner relationships, we are uniquely poised with compelling capabilities to deliver meaningful outcomes. From your behind-the-scenes infrastructure to your visible customer experience, we help you optimize investments and perform better, scale effectively and deliver smarter, advance today and define tomorrow, and turn ideas into value.

Manage today					Transform tomorrow			
								
Global scale & coverage	Operational excellence & systems	Software DNA	Services solutions	Data center transformation skills	Next-generation tech skills	App dev & IoT expertise	Digital platform	Partner alignment

### Solutions for the next wave of technology

As the world continues to become more connected, accelerated and data-driven, a holistic data strategy to drive meaningful insights matters — from acquisition to innovation. With security top of mind, Insight helps you navigate the ambiguity of emerging trends and the complexity of the data lifecycle to help you achieve substantive business outcomes.

Supply Chain Optimization	Connected Workforce	Cloud + Data Center Transformation	Digital Innovation
<p><b>Invest smarter.</b></p> <ul style="list-style-type: none"> <li>• Procurement/ e-commerce</li> <li>• Software lifecycle services</li> <li>• Hardware lifecycle services</li> </ul>	<p><b>Work smarter.</b></p> <ul style="list-style-type: none"> <li>• Insight Managed Office</li> <li>• Insight Managed Mobility</li> <li>• Insight Managed Collaboration</li> <li>• Insight Managed Deployment</li> <li>• Workplace Services</li> </ul>	<p><b>Run workloads smarter.</b></p> <ul style="list-style-type: none"> <li>• Data center transformation</li> <li>• Hybrid cloud solutions</li> <li>• Security solutions</li> <li>• Managed IT services</li> </ul>	<p><b>Innovate smarter.</b></p> <ul style="list-style-type: none"> <li>• Digital Transformation</li> <li>• Workforce Applications</li> <li>• Real-Time Business</li> </ul>



## Insight Fast Facts

### Insight at a glance

- Global provider of IT hardware, software and service solutions
- Comprehensive resource for cloud solutions
- Fortune 500 company founded in 1988
- Generated sales of ~\$5.7 billion in 2017
- Partnerships with 5,100 manufacturers and publishers
- Global software reseller with extensive license management services
- Approximately 6,400 teammates worldwide
- Operations in 21 countries, serving clients across the globe
- Transacts business in 14 languages and 14 currencies

### Connected to leading partners

#### Worldwide Adobe Licensing Center

#### Cisco Gold Certified Partner

- Master Specialization in Unified Communications
- Master Specialization in Security
- Master Specialization in Managed Services
- Master Specialization in CloudBuilder

#### Dell EMC Titanium Black Partner

#### HP Platinum Partner

#### HPE Platinum Partner

#### IBM Gold Partner

#### Lenovo Platinum Partner

#### Leading Microsoft Global Licensing Reseller

- 13 Gold Partner competencies
- 1 Silver Partner competency

#### Symantec Platinum Partner

#### VMware Premier Partner

### Subsidiaries

BlueMetal, a division of Insight

Datalink, a division of Insight

Ignia, an Insight company

### 2017 achievements

- Cisco Americas Partner of the Year: Data Center
- Cisco Canada Commercial Partner of the Year
- Cisco U.S. Central Architectural Excellence — Enterprise Networking
- Cisco U.S. Public Sector Architectural Excellence — Data Center
- Cisco U.S. West Capital Partner of the Year
- Cisco UKI Marketing Innovation Partner of the Year (EMEA)
- CRN Internet of Things Innovators Award (BlueMetal)
- HPE North America Network Service Provider Partner of the Year
- HP “Best in Class” Managed Print Services Partner
- HP Reseller of the Year
- Intel Training Excellence Partner of the Year
- Ivanti Americas Partner of the Year NSP
- Microsoft U.S. Public Sector Federal Channel Partner of the Year
- Microsoft U.S. Public Sector Education Channel Partner of the Year
- Microsoft Worldwide Mobile App Development Partner of the Year (BlueMetal)
- One of the Most Admired Companies of 2017 (AZ Big Media)
- NetApp Flash Partner of the Year (Datalink)
- Veritas North American National Partner of the Year
- Vizient Innovative Technology Designation

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